

SLA Toronto February 8 Event : Register Now!

Effective Negotiation Strategies for Purchasing Information Resources Contracts

This program will cover the following topics:

- Creating a competitive edge when negotiating contracts with online vendors.
- Effectively managing resource acquisitions and contract renewals for optimized budget planning.
- Understanding how information resource providers formulate pricing strategies (owned content vs. licensed content.) (Flat fee vs. transnational charge back)
- Becoming knowledgeable of contract terms and terminology.
- Applying new methods for ethical cost recovery of online research.
- Developing tactical strategies for cost reduction and negotiating contracts.

Speaker:

Joanie Olivier: Executive partner and founder of Iconitel, Inc., Joanie has more than 14 years of relevant industry experience. Starting her career working for Dialog, a Thomson company, in 1992, she gained a unique perspective and knowledge to truly understand the complexity of managing information and the associated acquisition process. Joanie held several respected positions during her career with Thomson, culminating as VP of Sales Operations. Iconitel Inc. is a consulting and IT applications firm focused on the needs of information professionals in creating effective strategies for purchasing, managing and implementing research information contracts.

Joanie holds a MBA as well as a B.Com and B.ScN degree from the University of Pretoria, South Africa.

Date:

Thursday February 8, 2007

Time:

5:30-6:00: Registration and networking; light dinner of sandwiches, salads and desserts

6:00-7:30: Presentation

Location:

Legislative Building, Queen's Park, Committee Room 2

Cost:

SLA Members: \$15.00

Non-Members: \$25.00

Students: \$10.00

Registration Information:

The SLA Toronto Chapter requires payment with registration. Payment can be made via Paypal or by cheque.

For registration details visit the website at:

<http://units.sla.org/chapter/ctor/events/register.asp?eid=160>